

## Message Text

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47

ACTION INR-07

INFO OCT-01 EUR-12 ISO-00 OC-05 CCO-00 OES-05 EB-07

CIAE-00 OTPE-00 FCC-02 NSAE-00 RSC-01 COME-00 BIB-01

ACDA-10 DODE-00 PM-03 L-02 NASA-02 NSC-05 USIA-15

XMB-04 TRSE-00 OMB-01 /083 W  
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R 041510Z FEB 75

FM AMEMBASSY HELSINKI

TO SECSTATE WASHDC 8260

INFO AMEMBASSY COPENHAGEN

AMEMBASSY OSLO

AMEMBASSY STOCKHOLM

UNCLAS HELSINKI 0224

E.O. 11652: N/A

TAGS: PINR, ETEL, ETRD, FI

SUBJECT: FOREIGN SMALL EARTH-STATION TECHNOLOGY  
ASSESSMENT

REF: STATE 282811

1. SUMMARY: FINLAND IS AT PRESENT INTERESTED ONLY  
IN A SMALL WAY IN SMALL EARTH STATION TECHNOLOGY.  
CURRENT ACTIVITY IS IN CONJUNCTION WITH THE ESRO  
PROJECT. FUTURE EQUIPMENT ORDERS WILL BE INFLUENCED  
BY NORDIC-ESRO FINDINGS BUT US EQUIPMENT SHOULD HAVE  
GOOD OPPORTUNITY, IF TECHNICALLY ADVANCED. DEPENDING  
ON FINLAND'S FOREIGN EXCHANGE POSITION AT  
THE TIME. US EXPORT-IMPORT FINANCING MIGHT BE AN  
IMPORTANT FACTOR IN POSSIBLE FUTURE PURCHASES  
OF EQUIPMENT. END SUMMARY.

2. THE ONLY FINNISH PROGRAM CURRENTLY UNDER WAY FOR  
SMALL EARTH STATIONS IS A SMALL INSTALLATION TO BE  
BUILT AS A SMALL EXPERIMENTAL STATION TO BE A PART OF  
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GEO-STATIONARY COMMUNICATIONS SATELLITE OF ESRO, WHICH

IS SCHEDULED FOR 1977 LAUNCHING. OTHER NORDIC COUNTRIES--DENMARK, NORWAY AND SWEDEN--ARE ALSO PARTICIPATING IN THIS RESEARCH PROJECT.

3. OUR SOURCES IN ADMINISTRATION OF POST AND TELEGRAPH COULD NOT PREDICT WHEN HARDWARE FOR OPERATING SYSTEM MIGHT BE ORDERED BUT BELIEVED IT WOULD BE AFTER 1980. THEY THOUGHT FINLAND'S NEED IN ANY CASE WOULD BE SMALL.

4. THERE ARE NO FIRM PLANS AT PRESENT CONCERNING ACQUISITION OF HARDWARE. RESULTS OF EXPERIMENTAL JOINT NORDIC-ESRO EXPERIMENTAL SATELLITE SYSTEM WILL BE IMPORTANT FACTOR. FOR FINLAND, FINANCIAL AVAILABILITY AND TERMS( E.G. EXPORT-IMPORT BANK FINANCING) WILL BE FOR FORESEEABLE FUTURE AN IMPORTANT FACTOR.

5. WHILE IT IS IMPOSSIBLE TO PREDICT WHAT WILL BE EFFECT OF FUTURE CIRCUMSTANCES, THREE, FIVE OR MORE YEARS HENCE, ON BUYING DECISIONS, AT PRESENT TIME FINNS ARE INTERESTED IN ACQUIRING BEST OF THE PROVEN IN EQUIPMENT. TECHNICAL PERFORMANCE IS IMPORTANT. RELIABILITY AND MAINTAINABILITY ARE ALSO MAJOR FACTOR, ALTHOUGH NOT BECAUSE ROUTINE MAINTENANCE CANNOT BE DONE LOCALLY. THE PAST REPUTATION AS WELL AS SPECIFIC GUARANTEES OF AMERICAN SUPPLIERS OF THIS SORT OF EQUIPMENT WOULD OF COURSE BE IMPORTANT. AMERICAN FIRMS IN THE FIELD OF ADVANCED TECHNOLOGY ARE WELL REGARDED HERE.

6. ORIGINAL COST OF EQUIPMENT IS NOT THE PRIMARY CONSIDERATION HERE, PROVIDED THAT A GOOD CASE CAN BE MADE FOR GREATER EXPENSE IN FIRST INSTANCE BUT LESS OVER THE LONG RUN. US EXPORT FINANCING MAY BE A KEY FACTOR.

7. DECISIONS MADE INFINLAND WILL BE MOST INFLUENCED BY SWEDISH TECHNICAL CONCLUSIONS, UNCLASSIFIED

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SINCE THERE IS RELATIVE PAUCITY OF SUCH EXPERTISE HERE.

8. WE HOPE TO OBTAIN AND REPORT NEXT WEEK ADDITIONAL INFORMATION FROM OUR BEST CONTACT THIS AREA, CHIEF OF TELECOMMUNICATION DIVISION, ADMINISTRATION OF POSTS AND TELEGRAPH, AFTER HE RECOVERS FROM CURRENT ILLNESS.

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